

The NH Department of Agriculture, Markets & Food presents:

IMPROVING YOUR ORGANIC PRODUCTION UTILIZING RISK MANAGEMENT STRATEGIES

**Wednesday,
December 8, 2004**

Universal Unitarian Church
274 Pleasant St. Concord NH



In cooperation with:

The University of New Hampshire Cooperative Extension,
The USDA Risk Management Agency,
The USDA Farm Service Agency, and
The Northeast Organic Farming of NH



UNIVERSITY of NEW HAMPSHIRE
COOPERATIVE EXTENSION



**Risk Management Agency
United States Dept of Agriculture**



The University of New Hampshire Cooperative Extension is an equal opportunity educator and employer.
UNH, USDA, and NH Counties cooperating.
If you require accommodations to participate in this program, please contact Vickie Smith by
November 15 at 271-3685.

NOFA-New Hampshire
4 Park Street Suite
#208
Concord, NH 03301
224-5022

IMPROVING YOUR ORGANIC PRODUCTION
UTILIZING RISK MANAGEMENT STRATEGIES

Developing a risk management plan can benefit all NH organic producers. A day-long meeting is offered to organic crop and livestock producers and processors/handlers of organic foods as an education tool to develop a risk management plan.

This type of plan involves the farm family in identifying, analyzing and developing strategies to deal with five interrelated kinds of risk: production, marketing, financial, legal and human resource risks.

An outline of crop and revenue insurance options will be presented, as well as topics on marketing, soil fertility, pest control, small farm diversity, and recordkeeping techniques.

Featured speakers include:

Vern Grubinger, UVM Extension Vegetable & Small Fruit Specialist.

Ruth Hazzard, UMASS Cooperative Extension IPM Vegetable Specialist.

Juli Brussels, New UNH Cooperative Extension Agriculture Resource Leader. Ms. Brussels, an organic grain producer from the Midwest, specializes in small farm diversification and sustainability.

*Space is limited to 100 participants.
Please submit your registration form by Nov. 15, 2004.
Registration and lunch are included in
the \$15 attendance fee.*

THE PROGRAM

MORNING

- 8:30 **Registration Begins**
- 9:00 **Welcome**
Vickie Smith, NHDAMF
- 9:10 **Managing Farm and Business Risks**
Mike Sciabarrasi, Agr. Economist, UNHCE
- 9:45 **Crop/Revenue Insurance Options for Organic Producers**
James Gallons, USDA Risk Management Agency, Albany, NY
- 10:20 **BREAK**
- 10:30 **Pest Control Strategies for Reducing Crop Damage**
Ruth Hazzard, UMASS Extension
IPM Vegetable Specialist
- 11:30 **Farmers Market Slideshow-Getting Consumers to Buy!**
Nada Haddad, UNHCE-Rockingham County
- 12-12:45 **LUNCH**
Catered natural, organic meat & vegetarian fare.

REMARKS: Stephen H. Taylor, Commissioner of Agriculture, NHDAMF, Concord, NH

AFTERNOON

- 12:45 **Soil Stewardship-Enhancing the Soil's Fertility**
Vern Grubinger, UVM Extension
Small Fruit & Veg Specialist
- 2:00 **The Viability of Small Farm Diversification**
Juli Brussels, UNHCE, Agr Resource Leader
- 3:00 **Production & Financial Recordkeeping**
Vickie Smith, Agr Inspector,
Organic Certification Coordinator
- 3:30 **CLOSING REMARKS**
Seminar Survey– Vickie Smith

Thank you for attending!



DIRECTIONS

The Universal Unitarian Church is located at 274 Pleasant Street, just past the Concord Hospital on the right, going west.

From Interstate 89, north or south:

Take the Clinton St. Exit and go right off the ramp. At the first set of lights take a left onto South Fruit Street. At the intersection take a left onto Pleasant Street. Travel approximately 1 mile-past the hospital. See Church on right.

From Interstate 93 north or south:

Get onto Interstate 89 North in Concord, and follow above directions.

Parking is available at the church lot.

RISK MANAGEMENT SEMINAR FOR ORGANIC PRODUCERS

Wednesday, December 8, 2004, Concord NH

REGISTRATION DUE BY NOVEMBER 15, 2004

Please make checks payable to: NOFA-NH and mail to: Vickie Smith, Bureau of Markets, NHDAMF, PO BOX 2042, CONCORD, NH, 03302-2042.

NAME: _____ **PHONE:** _____

ADDRESS: _____

Number Attending: _____ **X 15.00 =** _____ **(Total Enclosed)**

Attendance is limited to the first 100 registrants. Registration includes morning refreshments and catered lunch.

Questions? Please call the Bureau of Markets @271-3685